Index: Volumes 1 — 10

Alphabetical Index by Author

A

Alexander, Sidney S.
Price Movements in Speculative Markets: Trends or Random Walks
Spring 1961 Vol. 2 No. 2 pp. 7-26

Alexander, Sidney S.
Prive Movements in Speculative Markets: Trends or Random Walks, Number 2
Spring 1964 Vol. 5 No. 2 pp. 25-46

Allen, Thomas J.
Performance of Information Channels in the Transfer of Technology
Fall 1966 Vol. 8 No. 1 pp. 87-98

Amstutz, Arnold E.
Management Games — A Potential Perverted
Fall 1963 Vol. 5 No. 1 pp. 29-36

Amstutz, Arnold E., and Henry J. Claycamp
The Total Market Environment Simulation — An Approach to Management Education
Spring 1964 Vol. 5 No. 2 pp. 47-60

Amstutz, Arnold E., and Leon H. Liebman
Micro-Analytic Customer Account Review
Fall 1966 Vol. 8 No. 1 pp. 25-35

Andrews, Victor L.
Captive Finance Companies: Their Growth and Some Speculations on Their Significance
Fall 1961 Vol. 3 No. 1 pp. 27-55

Ayres, Herbert F.
Risk Aversion in the Warrant Markets
Fall 1963 Vol. 5 No. 1 pp. 45-53

B

Beckhard, Richard
From Confusion to Fusion: Integrating Our Educational and Managerial Efforts
Fall 1968 Vol. 10 No. 1 pp. 1-11

Bennis, Warren G.
Organizational Developments and the Fate of Bureaucracy
Spring 1966 Vol. 7 No. 2 pp. 41-55

Bennis, Warren G.
Towards a "Truly" Scientific Management: The Concept of Organizational Health
Fall 1962 Vol. 4 No. 1 pp. 1-27

Berlew, David E., and Douglas T. Hall
The Management of Tension in Organization: Some Preliminary Findings
Fall 1964 Vol. 6 No. 1 pp. 31-40

Bowman, Edward H.
Management Decision Making: Some Research
Fall 1961 Vol. 3 No. 1 pp. 56-63

Boyd, D. Franklin
Enterprise Models: A New Management Technique
Fall 1966 Vol. 8 No. 1 pp. 55-70

Buchanan, Dodds
Some Implications of Product Interest
Spring 1963 Vol. 4 No. 2 pp. 55-67

Buffa, Elwood S., and William A. Taubert
Evaluation of Direct Computer Search Methods for the Aggregate Planning Problem
Fall 1967 Vol. 9 No. 1 pp. 19-36

C

Carlson, Bruce R.
An Industrialist Views Industrial Dynamics
Fall 1964 Vol. 6 No. 1 pp. 15-20

Carroll, Donald C.
Man-Machine Cooperation on Planning and Control Problems
Fall 1966 Vol. 8 No. 1 pp. 47-54

Carter, E. Eugene, and Kalman J. Cohen
The Use of Simulation in Selecting Branch Banks
Spring 1967 Vol. 8 No. 2 pp. 55-69

Cetron, Marvin J., and Harold F. Davidson
MACRO R&D
Winter 1969 Vol. 10 No. 2 pp. 87-100

Champy, James A.
Man-Machine Systems in Public Works Agencies: A Management Approach
Spring 1965 Vol. 6 No. 2 pp. 113-129

Chowdhry, Kamla
Executive Needs in Management Development Programs
Spring 1963 Vol. 4 No. 2 pp. 31-40

Clarkson, Geoffrey P. E.
A Theory of Stock Price Behavior
Spring 1965 Vol. 6 No. 2 pp. 93-103

Clarkson, Geoffrey P. E.
Verification and the Function of Laws in Micro-Economics
Fall 1962 Vol. 4 No. 1 pp. 41-58

Clarkson, Geoffrey P. E., and William F. Pounds
Theory and Method in the Exploration of Human Decision Behavior
Fall 1963 Vol. 5 No. 1 pp. 17-27

Claycamp, Henry J., and Arnold E. Amstutz
The Total Market Environment Simulation — An Approach to Management Education
Spring 1964 Vol. 5 No. 2 pp. 47-60

Cohen, Kalman J., and E. Eugene Carter
The Use of Simulation in Selecting Branch Banks
Spring 1967 Vol. 8 No. 2 pp. 55-69

Cootner, Paul H.
Stock Prices: Random vs. Systematic Changes
Spring 1962 Vol. 3 No. 2 pp. 24-45

D

Darr, John W.
The Management-as-a-Process Concept: A Consideration
Fall 1964 Vol. 6 No. 1 pp. 41-50

Davidson, Harold F., and Marvin J. Cetron
MACRO R&D
Winter 1969 Vol. 10 No. 2 pp. 87-100

Davis, Sheldon A., and Robert Tannenbaum
Values, Man, and Organizations
Winter 1969 Vol. 10 No. 2 pp. 67-86

Delehanty, George E.
Office Automation and the Occupation Structure: A Case Study of Five Insurance Companies
Spring 1966 Vol. 7 No. 2 pp. 99-109

Ditz, Gerhard W.
The Internal-External Dichotomy in Business Organizations
Fall 1964 Vol. 6 No. 1 pp. 51-57

Dyer, William H., III, and Edward B. Roberts
Follow-On Contracts in Government Sponsored Research and Development: Their Predictability and Impact
Winter 1968 Vol. 9 No. 2 pp. 41-55

E

Elton, Edwin J., and Martin J. Gruber
The Cost of Retained Earnings — Implications of Share Repurchase
Spring 1968 Vol. 9 No. 3 pp. 87-104

Emery, James C.
An Approach to Job Shop Scheduling Using a Large-Scale Computer
Fall 1961 Vol. 3 No. 1 pp. 78-96

Ephross, Leon
Airport Traffic Simulation
Spring 1960 Vol. 1 No. 1 pp. 20-23

Evan, William M.
Conflict and Performance in R & D Organizations: Some Preliminary Findings
Fall 1965 Vol. 7 No. 1 pp. 37-46

Ever, Jacob
A Corporate Time-Shared Computer System
Spring 1965 Vol. 6 No. 2 pp. 71-79

F

Fey, Willard R.
An Industrial Dynamics Case Study
Fall 1962 Vol. 4 No. 1 pp. 79-99

Fogg, C. Davis, William F. Massy, and Peter S. King
The Place of a Business Game in the Marketing Curriculum
Spring 1961 Vol. 2 No. 2 pp. 43-58

Forrester, Jay W.
Market Growth as Influenced by Capital Investment
Winter 1968 Vol. 9 No. 2 pp. 83-105

Forrester, Jay W.
A New Corporate Design
Fall 1965 Vol. 7 No. 1 pp. 5-17

Fox, Peter D.
Television Ratings and Cultural Programs
Fall 1963 Vol. 5 No. 1 pp. 37-43

G

Gaddis, Paul O.
The Computer and the Management of Corporate Resources
Fall 1967 Vol. 9 No. 1 pp. 5-18

Galbraith, Jay
Influencing the Decision to Produce
Fall 1967 Vol. 9 No. 1 pp. 97-108

Godfrey, James T., W. Allen Spivey, and George J. Stillwagon
Production and Market Planning with Parametric Programming
Fall 1968 Vol. 10 No. 1 pp. 61-75

Goetz, Billy E.
The Mad Depression
Spring 1965 Vol. 6 No. 2 pp. 5-11

Goetz, Billy E.
Ways of Learning
Spring 1960 Vol. 1 No. 1 pp. 9-15

Gold, Michael M., and Andrew C. Stedry
The Effect of Role-Playing in a Problem-Solving Situation
Fall 1964 Vol. 6 No. 1 pp. 81-101

Greenberger, Martin
Simulation and the Problem of Air Traffic Control
Spring 1961 Vol. 2 No. 2 pp. 27-42

Greer, Charles H.
CPIF: The New Look in R and D Management
Spring 1964 Vol. 5 No. 2 pp. 87-96

Gruber, Martin J., and Edwin J. Elton
The Cost of Retained Earnings — Implications of Share Repurchase
Spring 1968 Vol. 9 No. 3 pp. 87-104

Gruber, William H.
Behavioral Science, Systems Analysis and the Failure of Top Management
Fall 1967 Vol. 9 No. 1 pp. 37-48

H I

Haberstroh, Chadwick J.
The Legitimacy of Managerial Authority
Spring 1964 Vol. 5 No. 2 pp. 19-24

Haberstroh, Chadwick J.
Organization Structure: Social and Technical Elements
Fall 1961 Vol. 3 No. 1 pp. 64-77

Haines, George S., Jr.
Change in Small Groups: An Experimental Study of a Management Game as a Research Tool
Spring 1964 Vol. 5 No. 2 pp. 61-65

Haire, Mason
Coming of Age in the Social Sciences
Spring 1967 Vol. 8 No. 2 pp. 109-118

Hall, Douglas T., and David E. Berlew
The Management of Tension in Organization: Some Preliminary Findings
Fall 1964 Vol. 6 No. 1 pp. 31-40

Hamelman, Paul W.
Career Development Patterns of Plant Managers
Fall 1966 Vol. 8 No. 1 pp. 79-85

Horowitz, Ira
A Model for Mutual Fund Evaluation: Mutual Funds as Investment Alternatives
Spring 1965 Vol. 6 No. 2 pp. 81-92

Horowitz, Ira
A Rating of Mutual Fund Managements' Investment Ability
Fall 1965 Vol. 7 No. 1 pp. 65-75

J

Jacks, Stanley M.
National Labor Policy and the Duty to Bargain Collectively
Spring 1962 Vol. 3 No. 2 pp. 46-59

Johnson, Avery R.
Organization, Perception, and Control in Living Systems
Winter 1969 Vol. 10 No. 2 pp. 1-15

K

Kane, Leo P., and Thomas G. Miller
Strategies for Survival in the Aerospace Industry
Fall 1965 Vol. 7 No. 1 pp. 19-35

Katz, Richard C.
The Profitability of Put and Call Option Writing
Fall 1963 Vol. 5 No. 1 pp. 55-69

Kaufman, Gordon M., and Roy Penchansky
Simulation Study of Union Health and Welfare Funds
Fall 1968 Vol. 10 No. 1 pp. 41-60

Kennedy, Miles
Risk in Capital Budgeting: An Interactive Sensitivity Approach
Spring 1968 Vol. 9 No. 3 pp. 121-140

Kindleberger, Charles P.
Tariff Reducations to Correct Balance-of-Payments Difficulties
Spring 1962 Vol. 3 No. 2 pp. 1-7

King, Peter S., William F. Massy, and C. Davis Fogg
The Place of a Business Game in the Marketing Curriculum
Spring 1961 Vol. 2 No. 2 pp. 43-58

Kleinman, David T.
Structuring Capital Markets for Efficient Use of Foreign Aid: The Case of Brazil
Winter 1969 Vol. 10 No. 2 pp. 47-66

Kusnick, Arthur A.
Management and Engineering Information Systems: Considerations for Their Implementation
Spring 1966 Vol. 7 No. 2 pp. 3-16

L

Levy, Robert A.
The Principle of Portfolio Upgrading
Fall 1967 Vol. 9 No. 1 pp. 82-96

Liebman, Leon H., and Arnold E. Amstutz
Micro-Analytic Customer Account Review
Fall 1966 Vol. 8 No. 1 pp. 25-35

Lin, Chi-Yuan, and William L. White
Four Procedures for Testing Linear Hypotheses
Fall 1968 Vol. 10 No. 1 pp. 13-30

Little, John D. C., and Leonard M. Lodish
A Media Selection Model and Its Optimization by Dynamic Programming
Fall 1966 Vol. 8 No. 1 pp. 15-23

Lodish, Leonard M., and John D. C. Little
A Media Selection Model and Its Optimization by Dynamic Programming
Fall 1966 Vol. 8 No. 1 pp. 15-23

M

Maffei, Richard B.
Aspects of the Locational Economics of Competition, Mergers and Market Sharing
Spring 1963 Vol. 4 No. 2 pp. 41-53

Marquis, Donald G.
Individual and Group Decisions Involving Risk
Spring 1968 Vol. 9 No. 3 pp. 69-75

Marquis, Donald G.
Individual Responsibility and Group Decisions Involving Risk
Spring 1962 Vol. 3 No. 2 pp. 8-23

Massy, William F., Peter S. King, and C. Davis Fogg
The Place of a Business Game in the Marketing Curriculum
Spring 1961 Vol. 2 No. 2 pp. 43-58

Maxwell, Sidney
Two Contributions to Management Theory
Spring 1964 Vol. 5 No. 2 pp. 67-85

McKean, Henry P., Jr.
A Free Boundary Problem for the Heat Equation Arising from a Problem in Mathematical Economics (appendix to: Rational Theory of Warrant Pricing by Paul A. Samuelson)
Spring 1965 Vol. 6 No. 2 pp. 32-39

McPherson, L. Fillmore, III
Organizational Change: An Industrial Dynamics Approach
Spring 1965 Vol. 6 No. 2 pp. 51-63

Meadows, Dennis L.
Estimate Accuracy and Project Selection Models in Industrial Research
Spring 1968 Vol. 9 No. 3 pp. 105-119

Merton, Robert C., and Paul A. Samuelson
A Complete Model of Warrant Pricing that Maximizes Utility
Winter 1969 Vol. 10 No. 2 pp. 17-46

Miller, Robert W.
Program Cost Uncertainty: Prediction and Control Using PERT Techniques
Spring 1963 Vol. 4 No. 2 pp. 19-29

Miller, Thomas G., and Leo P. Kane
Strategies for Survival in the Aerospace Industry
Fall 1965 Vol. 7 No. 1 pp. 19-35

Mintzberg, Henry
The Science of Strategy-Making
Spring 1967 Vol. 8 No. 2 pp. 71-81

Montgomery, David B.
Stochastic Modeling of the Consumer
Spring 1967 Vol. 8 No. 2 pp. 31-42

Moore, Leo B.
Managerial Time
Spring 1968 Vol. 9 No. 3 pp. 77-85

Morrison, Donald G.
Analysis of Consumer Purchase Data: A Bayesian Approach
Winter 1968 Vol. 9 No. 2 pp. 31-40

Morse, Richard S.
The Technological Gap
Spring 1967 Vol. 8 No. 2 pp. 83-89

Morton, Michael S. S.
Interactive Visual Display Systems and Management Problem Solving
Fall 1967 Vol. 9 No. 1 pp. 69-81

Myers, Charles A.
Management Decisions for the Next Decade
Fall 1968 Vol. 10 No. 1 pp. 31-40

Myers, Charles A., and Paul Pigors
Patterns of Management
Spring 1964 Vol. 5 No. 2 pp. 3-18

Myers, Stewart C.
Procedures for Capital Budgeting under Uncertainty
Spring 1968 Vol. 9 No. 3 pp. 1-19

N O

Nyhart, John D.
African Development Banks: Public, Private, or Mixed?
Fall 1962 Vol. 4 No. 1 pp. 59-77

P Q

Penchansky, Roy, and Gordon M. Kaufman
Simulation Study of Union Health and Welfare Funds
Fall 1968 Vol. 10 No. 1 pp. 41-60

Pigors, Paul, and Charles A. Myers
Patterns of Management
Spring 1964 Vol. 5 No. 2 pp. 3-18

Poensgen, Otto H.
The Valuation of Convertible Bonds
Fall 1965 Vol. 7 No. 1 pp. 77-92

Poensgen, Otto H.
The Valuation of Convertible Bonds: Part II — Empirical Results and Conclusions
Spring 1966 Vol. 7 No. 2 pp. 83-98

Porter, Donald E.
Some Effects of Information Distribution and Group Size on Group Problem Solving
Spring 1963 Vol. 4 No. 2 pp. 1-17

Pounds, William F., and Geoffrey P. E. Clarkson
Theory and Method in the Exploration of Human Decision Behavior
Fall 1963 Vol. 5 No. 1 pp. 17-27

Puma, John J.
Improving Negro Employment in Boston
Fall 1966 Vol. 8 No. 1 pp. 37-45

R

Renwick, Fred B.
Economic Growth and Distributions of Change in Stock Market Prices
Spring 1968 Vol. 9 No. 3 pp. 39-67

Rico, Leonard
The Clash of Hierarchies
Spring 1965 Vol. 6 No. 2 pp. 105-112

Rico, Leonard
The Dynamics of Industrial Innovation
Fall 1963 Vol. 5 No. 1 pp. 3-16

Rico, Leonard
Organizational Conflict: A Framework for Reappraisal
Fall 1964 Vol. 6 No. 1 pp. 67-80

Roberts, Edward B.
Facts and Folklore in Research and Development Management
Spring 1967 Vol. 8 No. 2 pp. 5-18

Roberts, Edward B.
New Directions in Industrial Dynamics
Fall 1964 Vol. 6 No. 1 pp. 5-14

Roberts, Edward B.
Toward a New Theory for Research and Development
Fall 1962 Vol. 4 No. 1 pp. 29-40

Roberts, Edward B., and William H. Dyer, III
Follow-On Contracts in Government Sponsored Research and Development: Their Predictability and Impact
Winter 1968 Vol. 9 No. 2 pp. 41-55

Robinson, Richard D.
Developing an Export Market
Fall 1965 Vol. 7 No. 1 pp. 51-63

Robinson, Richard D.
Joint Ventures or Transnational Business?
Fall 1964 Vol. 6 No. 1 pp. 59-65

S

Samuelson, Paul A.
Proof That Properly Anticipated Prices Fluctuate Randomly
Spring 1965 Vol. 6 No. 2 pp. 41-49

Samuelson, Paul A.
Rational Theory of Warrant Pricing (appendix: A Free Boundary Problem for the Heat Equation Arising from a Problem in Mathematical Economics by Henry P. McKean, Jr., pp. 32-39)
Spring 1965 Vol. 6 No. 2 pp. 13-32

Samuelson, Paul A., and Robert C. Merton
A Complete Model of Warrant Pricing that Maximizes Utility
Winter 1969 Vol. 10 No. 2 pp. 17-46

Schein, Edgar H.
Management Development as a Process of Influence
Spring 1961 Vol. 2 No. 2 pp. 59-77

Schein, Edgar H.
Organizational Socialization and the Profession of Management
Winter 1968 Vol. 9 No. 2 pp. 1-16

Schein, Edgar H.
The Problem of Moral Education for the Business Manager
Fall 1966 Vol. 8 No. 1 pp. 3-14

Schlager, Kenneth J.
How Managers Use Industrial Dynamics
Fall 1964 Vol. 6 No. 1 pp. 21-29

Schuster, Jay R.
Another Look at Compensation Preferences
Spring 1969 Vol. 10 No. 3 pp. 1-18

Segall, Joel
Merging for Fun and Profit
Winter 1968 Vol. 9 No. 2 pp. 17-29

Selwyn, Lee L.
The Information Utility
Spring 1966 Vol. 7 No. 2 pp. 17-26

Shillinglaw, Gordon
Divisional Profit Standards
Fall 1960 Vol. 2 No. 1 pp. 11-19

Simon, Leonard
Industrial Reciprocity as a Business Strategem
Spring 1966 Vol. 7 No. 2 pp. 27-39

Soelberg, Peer O.
Unprogrammed Decision Making
Spring 1967 Vol. 8 No. 2 pp. 19-29

Spivey, W. Allen
Decision Making and Probabilistic Programming
Winter 1968 Vol. 9 No. 2 pp. 57-67

Spivey, W. Allen, James T. Godfrey, and George B. Stillwagon
Production and Market Planning with Parametric Programming
Fall 1968 Vol. 10 No. 1 pp. 61-75

Starr, Martin K.
A Discussion of Some Normative Criteria for Decision-Making Under Uncertainty
Fall 1966 Vol. 8 No. 1 pp. 71-78

Stedry, Andrew C.
Aspiration Levels, Attitudes, and Performance in a Goal-Oriented Situation
Spring 1962 Vol. 3 No. 2 pp. 60-76

Stedry, Andrew C., and Michael M. Gold
The Effect of Role-Playing in a Problem-Solving Situation
Fall 1964 Vol. 6 No. 1 pp. 81-101

Stillwagon, George B., James T. Godfrey, and W. Allen Spivey
Production and Market Planning with Parametric Programming
Fall 1968 Vol. 10 No. 1 pp. 61-75

Strauss, William
The Westinghouse Telecomputer Center: A Preview for Managers
Spring 1965 Vol. 6 No. 2 pp. 65-69

Swanson, Carl V.
Design of Resource Control and Marketing Policies Using Industrial Dynamics
Spring 1969 Vol. 10 No. 3 pp. 61-76

Swinth, Robert L.
Organizational Planning: Goal Setting in Interdependent Systems
Spring 1966 Vol. 7 No. 2 pp. 57-70

T

Tannenbaum, Robert, and Sheldon A. Davis
Values, Man, and Organizations
Winter 1969 Vol. 10 No. 2 pp. 67-86

Taubert, William A., and Elwood S. Buffa
Evaluation of Direct Computer Search Methods for the Aggregate Planning Problem
Fall 1967 Vol. 9 No. 1 pp. 19-36

Taylor, Anthony C.
A Bayesian Approach to Equipment Replacement
Spring 1969 Vol. 10 No. 3 pp. 33-43

Travis, William P.
The Recent Tariff Reductions and the Future of World Trade
Fall 1967 Vol. 9 No. 1 pp. 49-68

U

Urban, Glen L.
Ideas on a Decision-Information System for Family Planning
Spring 1969 Vol. 10 No. 3 pp. 45-60

Urban, Glen L.
SPRINTER: A Tool for New Product Decision Makers
Spring 1967 Vol. 8 No. 2 pp. 43-54

V

Van Horne, James C.
Warrant Valuation in Relation to Volatility and Opportunity Costs
Spring 1969 Vol. 10 No. 3 pp. 19-32

W X Y

Weingartner, H. Martin
Equipment Replacement Analysis; A Note on the Optimum Investment Period
Fall 1965 Vol. 7 No. 1 pp. 47-50

White, Donald J.
Security and Collective Bargaining
Fall 1960 Vol. 2 No. 1 pp. 3-10

White, William L., and Chi-Yuan Lin
Four Procedures for Testing Linear Hypotheses
Fall 1968 Vol. 10 No. 1 pp. 13-30

Willits, Robin W.
Company Performance and Interpersonal Relations
Spring 1967 Vol. 8 No. 2 pp. 91-107

Wilson, A.T.M.
The Manager and His World
Fall 1961 Vol. 3 No. 1 pp. 1-26

Wolfe, Harry B.
A Model for Control of Style Merchandise
Winter 1968 Vol. 9 No. 2 pp. 69-82

Z

Zannetos, Zenon S.
Toward a Functional Accounting System: Accounting Variances and Statistical Variance Analysis
Spring 1966 Vol. 7 No. 2 pp. 71-82

Zannetos, Zenon S.
Toward Intelligent Management Information Systems
Spring 1968 Vol. 9 No. 3 pp. 21-38

Subject Index

Financial Institutions and Capital Markets

A Complete Model of Warrant Pricing that Maximizes Utility
Paul A. Samuelson and Robert C. Merton
Winter 1969 Vol. 10 No. 2 pp. 17-46

Economic Growth and Distributions of Change in Stock Market Prices
Fred B. Renwick
Spring 1968 Vol. 9 No. 3 pp. 39-67

A Free Boundary Problem for the Heat Equation Arising from a Problem in Mathematical Economics (appendix to Rational Theory of Warrant Pricing by Paul A. Samuelson)
Henry P. McKean, Jr.
Spring 1965 Vol. 6 No. 2 pp. 32-39

Price Movements in Speculative Markets: Trends or Random Walks
Sidney S. Alexander
Spring 1961 Vol. 2 No. 2 pp. 7-26

Price Movements in Speculative Markets: Trends or Random Walks, Number 2
Sidney S. Alexander
Spring 1964 Vol. 5 No. 2 pp. 25-46

The Profitability of Put and Call Option Writing
Richard C. Katz
Fall 1963 Vol. 5 No. 1 pp. 55-69

Proof That Properly Anticipated Prices Fluctuate Randomly
Paul A. Samuelson
Spring 1965 Vol. 6 No. 2 pp. 41-49

Rational Theory of Warrant Pricing
Paul A. Samuelson
Spring 1965 Vol. 6 No. 2 pp. 13-32

Risk Aversion in the Warrant Markets
Herbert F. Ayres
Fall 1963 Vol. 5 No. 1 pp. 45-53

Stock Prices: Random vs. Systematic Changes
Paul H. Cootner
Spring 1962 Vol. 3 No. 2 pp. 24-45

A Theory of Stock Price Behavior
Geoffrey P. E. Clarkson
Spring 1965 Vol. 6 No. 2 pp. 93-103

The Valuation of Convertible Bonds
Otto H. Poensgen
Fall 1965 Vol. 7 No. 1 pp. 77-92

The Valuation of Convertible Bonds: Part II - Empirical Results and Conclusions
Otto H. Poensgen
Spring 1966 Vol. 7 No. 2 pp. 83-98

Warrant Valuation in Relation to Volatility and Opportunity Costs
James C. Van Horne
Spring 1969 Vol. 10 No. 3 pp. 19-32

Financial Management

Captive Finance Companies: Their Growth and Some Speculations on Their Significance
Victor L. Andrews
Fall 1961 Vol. 3 No. 1 pp. 27-55

The Cost of Retained Earnings — Implications of Share Repurchase
Edwin J. Elton and Martin J. Gruber
Spring 1968 Vol. 9 No. 3 pp. 87-104

A Model for Mutual Fund Evaluation: Mutual Funds as Investment Alternatives
Ira Horowitz
Spring 1965 Vol. 6 No. 2 pp. 81-92

The Principle of Portfolio Upgrading
Robert A. Levy
Fall 1967 Vol. 9 No. 1 pp. 82-96

Procedures for Capital Budgeting under Uncertainty
Stewart C. Myers
Spring 1968 Vol. 9 No. 3 pp. 1-19

A Rating of Mutual Fund Managements' Investment Ability
Ira Horowitz
Fall 1965 Vol. 7 No. 1 pp. 65-75

Risk in Capital Budgeting: An Interactive Sensitivity Approach
Miles Kennedy
Spring 1968 Vol. 9 No. 3 pp. 121-140

The Use of Simulation in Selecting Branch Banks
E. Eugene Carter and Kalman J. Cohen
Spring 1967 Vol. 8 No. 2 pp. 55-69

Human Factors in Management

Change in Small Groups: An Experimental Study of a Management Game as a Research Tool
George S. Haines, Jr.
Spring 1964 Vol. 5 No. 2 pp. 61-65

Coming of Age in the Social Sciences
Mason Haire
Spring 1967 Vol. 8 No. 2 pp. 109-118

The Effect of Role-Playing in a Problem-Solving Situation
Michael M. Gold and Andrew C. Stedry
Fall 1964 Vol. 6 No. 1 pp. 81-101

Individual and Group Decisions Involving Risk
Donald G. Marquis
Spring 1968 Vol. 9 No. 3 pp. 69-75

Individual Responsibility and Group Decisions Involving Risk
Donald G. Marquis
Spring 1962 Vol. 3 No. 2 pp. 8-23

The Internal-External Dichotomy in Business Organizations
Gerhard W. Ditz
Fall 1964 Vol. 6 No. 1 pp. 51-57

A New Corporate Design
Jay W. Forrester
Fall 1965 Vol. 7 No. 1 pp. 5-17

Organization Structure: Social and Technical Elements
Chadwick J. Haberstroh
Fall 1961 Vol. 3 No. 1 pp. 64-77

Organizational Conflict: A Framework for Reappraisal
Leonard Rico
Fall 1964 Vol. 6 No. 1 pp. 67-80

Organizational Developments and the Fate of Bureaucracy
Warren G. Bennis
Spring 1966 Vol. 7 No. 2 pp. 41-55

Some Effects of Information Distribution and Group Size on Group Problem Solving
Donald E. Porter
Spring 1963 Vol. 4 No. 2 pp. 1-17

Towards a "Truly" Scientific Management: The Concept of Organization Health
Warren G. Bennis
Fall 1962 Vol. 4 No. 1 pp. 1-27

Industrial Dynamics

Design of Resource Control and Marketing Policies Using Industrial Dynamics
Carl V. Swanson
Spring 1969 Vol. 10 No. 3 pp. 61-76

How Managers Use Industrial Dynamics
Kenneth J. Schlager
Fall 1964 Vol. 6 No. 1 pp. 21-29

An Industrial Dynamics Case Study
Willard R. Fey
Fall 1962 Vol. 4 No. 1 pp. 79-99

An Industrialist Views Industrial Dynamics
Bruce R. Carlson
Fall 1964 Vol. 6 No. 1 pp. 15-20

Man-Machine Systems in Public Works Agencies: A Management Approach
James A. Champy
Spring 1965 Vol. 6 No. 2 pp. 113-129

Market Growth as Influenced by Capital Investment
Jay W. Forrester
Winter 1968 Vol. 9 No. 2 pp. 83-105

New Directions in Industrial Dynamics
Edward B. Roberts
Fall 1964 Vol. 6 No. 1 pp. 5-14

Organizational Change: An Industrial Dynamics Approach
L. Fillmore McPherson, III
Spring 1965 Vol. 6 No. 2 pp. 51-63

Strategies for Survival in the Aerospace Industry
Thomas G. Miller and Leo P. Kane
Fall 1965 Vol. 7 No. 1 pp. 19-35

Industrial Relations

Another Look at Compensation Preferences
Jay R. Schuster
Spring 1969 Vol. 10 No. 3 pp. 1-18

Career Development Patterns of Plant Managers
Paul W. Hamelman
Fall 1966 Vol. 8 No. 1 pp. 79-85

The Dynamics of Industrial Innovation
Leonard Rico
Fall 1963 Vol. 5 No. 1 pp. 3-16

Improving Negro Employment in Boston
John J. Puma
Fall 1966 Vol. 8 No. 1 pp. 37-45

Influencing the Decision to Produce
Jay Galbraith
Fall 1967 Vol. 9 No. 1 pp. 97-108

Management Decisions for the Next Decade
Charles A. Myers
Fall 1968 Vol. 10 No. 1 pp. 31-40

National Labor Policy and the Duty to Bargain Collectively
Stanley M. Jacks
Spring 1962 Vol. 3 No. 2 pp. 46-59

Office Automation and the Occupation Structure: A Case Study of Five Insurance Companies
George E. Delehanty
Spring 1966 Vol. 7 No. 2 pp. 99-109

Patterns of Management
Paul Pigors and Charles A. Myers
Spring 1964 Vol. 5 No. 2 pp. 3-18

Security and Collective Bargaining
Donald J. White
Fall 1960 Vol. 2 No. 1 pp. 3-10

See also Organization Studies.

International Business

African Development Banks: Public, Private, or Mixed?
John D. Nyhart
Fall 1962 Vol. 4 No. 1 pp. 59-77

Developing an Export Market
Richard D. Robinson
Fall 1965 Vol. 7 No. 1 pp. 51-63

Joint Ventures or Transnational Business?
Richard D. Robinson
Fall 1964 Vol. 6 No. 1 pp. 59-65

Structuring Capital Markets for Efficient Use of Foreign Aid: The Case of Brazil
David T. Kleinman
Winter 1969 Vol. 10 No. 2 pp. 47-66

The Technological Gap
Richard S. Morse
Spring 1967 Vol. 8 No. 2 pp. 83-89

Management Education and Development

Executive Needs in Management Development Programs
Kamla Chowdhry
Spring 1963 Vol. 4 No. 2 pp. 31-40

From Confusion to Fusion: Integrating Our Educational and Managerial Efforts
Richard Beckhard
Fall 1968 Vol. 10 No. 1 pp. 1-11

The Management-as-a-Process Concept: A Consideration
John W. Darr
Fall 1964 Vol. 6 No. 1 pp. 41-50

Management Development as a Process of Influence
Edgar H. Schein
Spring 1961 Vol. 2 No. 2 pp. 59-77

Management Games — A Potential Perverted
Arnold E. Amstutz
Fall 1963 Vol. 5 No. 1 pp. 29-36

The Manager and His World
A. T. M. Wilson
Fall 1961 Vol. 3 No. 1 pp. 1-26

The Place of a Business Game in the Marketing Curriculum
William F. Massy, Peter S. King, and C. Davis Fogg
Spring 1961 Vol. 2 No. 2 pp. 43-58

The Problem of Moral Education for the Business Manager
Edgar H. Schein
Fall 1966 Vol. 8 No. 1 pp. 3-14

The Total Market Environment Simulation — An Approach to Management Education
Arnold E. Amstutz and Henry J. Claycamp
Spring 1964 Vol. 5 No. 2 pp. 47-60

Ways of Learning
Billy E. Goetz
Spring 1960 Vol. 1 No. 1 pp. 9-15

See also Industrial Relations.

Management Information Systems

The Computer and the Management of Corporate Resources
Paul O. Gaddis
Fall 1967 Vol. 9 No. 1 pp. 5-18

A Corporate Time-Shared Computer System
Jacob Ever
Spring 1965 Vol. 6 No. 2 pp. 71-79

The Information Utility
Lee L. Selwyn
Spring 1966 Vol. 7 No. 2 pp. 17-26

Interactive Visual Display Systems and Management Problem Solving
Michael S. S. Morton
Fall 1967 Vol. 9 No. 1 pp. 69-81

Management and Engineering Information Systems: Considerations for Their Implementation
Arthur A. Kusnick
Spring 1966 Vol. 7 No. 2 pp. 3-16

Organization, Perception, and Control in Living Systems
Avery R. Johnson
Winter 1969 Vol. 10 No. 2 pp. 1-15

Toward Intelligent Management Information Systems
Zenon S. Zannetos
Spring 1968 Vol. 9 No. 3 pp. 21-38

The Westinghouse Telecomputer Center: A Preview for Managers
William Strauss
Spring 1965 Vol. 6 No. 2 pp. 65-69

Management of R&D

Conflict and Performance in R & D Organizations: Some Preliminary Findings
William M. Evan
Fall 1965 Vol. 7 No. 1 pp. 37-46

CPIF: The New Look in R and D Management
Charles H. Greer
Spring 1964 Vol. 5 No. 2 pp. 87-96

Estimate Accuracy and Project Selection Models in Industrial Research
Dennis L. Meadows
Spring 1968 Vol. 9 No. 3 pp. 105-119

Facts and Folklore in Research and Development Management
Edward B. Roberts
Spring 1967 Vol. 8 No. 2 pp. 5-18

Follow-On Contracts in Government-Sponsored Research and Development: Their Predictability and Impact
Edward B. Roberts and William H. Dyer, III
Winter 1968 Vol. 9 No. 2 pp. 41-55

MACRO R&D
Marvin J. Cetron and Harold F. Davidson
Winter 1969 Vol. 10 No. 2 pp. 87-100

Performance of Information Channels in the Transfer of Technology
Thomas J. Allen
Fall 1966 Vol. 8 No. 1 pp. 87-98

Program Cost Uncertainty: Prediction and Control Using PERT Techniques
Robert W. Miller
Spring 1963 Vol. 4 No. 2 pp. 19-29

Toward a New Theory for Research and and Development
Edward B. Roberts
Fall 1962 Vol. 4 No. 1 pp. 29-40

Managerial Economics

Aspects of the Locational Economics of Competition, Mergers, and Market Sharing
Richard B. Maffei
Spring 1963 Vol. 4 No. 2 pp. 41-53

Industrial Reciprocity as a Business Stratagem
Leonard S. Simon
Spring 1966 Vol. 7 No. 2 pp. 27-39

The Legitimacy of Managerial Authority
Chadwick J. Haberstroh
Spring 1964 Vol. 5 No. 2 pp. 19-24

The Mad Depression
Billy E. Goetz
Spring 1965 Vol. 6 No. 2 pp. 5-11

Merging for Fun and Profit
Joel Segall
Winter 1968 Vol. 9 No. 2 pp. 17-29

The Recent Tariff Reductions and the Future of World Trade
William P. Travis
Fall 1967 Vol. 9 No. 1 pp. 49-68

Tariff Reductions to Correct Balance-of-Payment Difficulties
Charles P. Kindleberger
Spring 1962 Vol. 3 No. 2 pp. 1-7

Verification and the Function of Laws in Micro-Economics
Geoffrey P. E. Clarkson
Fall 1962 Vol. 4 No. 1 pp. 41-58

See also Financial Institutions and Capital Markets.

Marketing

Analysis of Consumer Purchase Data: A Bayesian Approach
Donald G. Morrison
Winter 1968 Vol. 9 No. 2 pp. 31-40

A Media Selection Model and Its Optimization by Dynamic Programming
John D. C. Little and Leonard M. Lodish
Fall 1966 Vol. 8 No. 1 pp. 15-23

A Model for Control of Style Merchandise
Harry B. Wolfe
Winter 1968 Vol. 9 No. 2 pp. 69-82

Some Implications of Product Interest
Dodds Buchanan
Spring 1963 Vol. 4 No. 2 pp. 55-67

SPRINTER: A Tool for New Product Decision Makers
Glen L. Urban
Spring 1967 Vol. 8 No. 2 pp. 43-54

Stochastic Modeling of the Consumer
David B. Montgomery
Spring 1967 Vol. 8 No. 2 pp. 31-42

Television Ratings and Cultural Programs
Peter D. Fox
Fall 1963 Vol. 5 No. 1 pp. 37-43

See also Industrial Dynamics.

Operations Management

Airport Traffic Simulation
Leon Ephross
Spring 1960 Vol. 1 No. 1 pp. 20-23

An Approach to Job Shop Scheduling Using a Large-Scale Computer
James C. Emery
Fall 1961 Vol. 3 No. 1 pp. 78-96

A Bayesian Approach to Equipment Replacement
Anthony C. Taylor
Spring 1969 Vol. 10 No. 3 pp. 33-43

Equipment Replacement Analysis: A Note on the Optimum Investment Period
H. Martin Weingartner
Fall 1965 Vol. 7 No. 1 pp. 47-50

Evaluation of Direct Computer Search Methods for the Aggregate Planning Problem
Elwood S. Buffa and William A. Taubert
Fall 1967 Vol. 9 No. 1 pp. 19-36

Management Decision Making: Some Research
Edward H. Bowman
Fall 1961 Vol. 3 No. 1 pp. 56-63

Production and Market Planning with Parametric Programming
James T. Godfrey, W. Allen Spivey, and George B. Stillwagon
Fall 1968 Vol. 10 No. 1 pp. 61-75

See also Operations Research.

Operations Research

Decision Making and Probabilistic Programming
W. Allen Spivey
Winter 1968 Vol. 9 No. 2 pp. 57-67

A Discussion of Some Normative Criteria for Decision-Making Under Uncertainty
Martin K. Starr
Fall 1966 Vol. 8 No. 1 pp. 71-78

Four Procedures for Testing Linear Hypotheses
Chi-Yuan Lin and William L. White
Fall 1968 Vol. 10 No. 1 pp. 13-30

Simulation and the Problem of Air Traffic Control
Martin Greenberger
Spring 1961 Vol. 2 No. 2 pp. 27-42

Simulation Study of Union Health and Welfare Funds
Gordon M. Kaufman and Roy Penchansky
Fall 1968 Vol. 10 No. 1 pp. 41-60

Organization Studies

Aspiration Levels, Attitudes, and Performance in a Goal-Oriented Situation
Andrew C. Stedry
Spring 1962 Vol. 3 No. 2 pp. 60-76

Behavioral Science, Systems Analysis and the Failure of Top Management
William H. Gruber
Fall 1967 Vol. 9 No. 1 pp. 37-48

The Clash of Hierarchies
Leonard Rico
Spring 1965 Vol. 6 No. 2 pp. 105-112

Company Performance and Interpersonal Relations
Robin W. Willits
Spring 1967 Vol. 8 No. 2 pp. 91-107

The Management of Tension in Organization: Some Preliminary Findings
David E. Berlew and Douglas T. Hall
Fall 1964 Vol. 6 No. 1 pp. 31-40

Managerial Time
Leo B. Moore
Spring 1968 Vol. 9 No. 3 pp. 77-85

Organizational Socialization and the Profession of Management
Edgar H. Schein
Winter 1968 Vol. 9 No. 2 pp. 1-16

Theory and Method in the Exploration of Human Decision Behavior
Geoffrey P. E. Clarkson and William F. Pounds
Fall 1963 Vol. 5 No. 1 pp. 17-27

Two Contributions to Management Theory
Sidney Maxwell
Spring 1964 Vol. 5 No. 2 pp. 67-85

Unprogrammed Decision Making
Peer O. Soelberg
Spring 1967 Vol. 8 No. 2 pp. 19-29

Values, Man, and Organizations
Robert Tannenbaum and Sheldon A. Davis
Winter 1969 Vol. 10 No. 2 pp. 67-86

See also Human Factors in Management, Industrial Dynamics, and Management Education and Development.

Planning and Control Systems

Divisional Profit Standards
Gordon Shillinglaw
Fall 1960 Vol. 2 No. 1 pp. 11-19

Enterprise Models: A New Management Technique
D. Franklin Boyd
Fall 1966 Vol. 8 No. 1 pp. 55-70

Ideas on a Decision-Information System for Family Planning
Glen L. Urban
Spring 1969 Vol. 10 No. 3 pp. 45-60

Man-Machine Cooperation on Planning and Control Problems
Donald C. Carroll
Fall 1966 Vol. 8 No. 1 pp. 47-54

Micro-Analytic Customer Account Review
Arnold E. Amstutz and Leon H. Liebman
Fall 1966 Vol. 8 No. 1 pp. 25-35

Organizational Planning: Goal Setting in Interdependent Systems
Robert L. Swinth
Spring 1966 Vol. 7 No. 2 pp. 57-70

The Science of Strategy-Making
Henry Mintzberg
Spring 1967 Vol. 8 No. 2 pp. 71-81

Toward a Functional Accounting System: Accounting Variances and Statistical Variance Analysis
Zenon S. Zannetos
Spring 1966 Vol. 7 No. 2 pp. 71-82